

Job Title: Sales Manager - Logistics

Location: Chennai , Tamil Nadu

Company Overview:

We are a prominent logistics company specializing in ODC (Over Dimensional Cargo) transportation across various sectors including renewables, construction, energy, oil and gas, aerospace, defence, and more in India. With our expertise and CHA (Customs House Agent) license, we ensure seamless import, export, and domestic movements nationwide.

As we expand our services, we seek an experienced Sales Manager to join our team and drive sales across these diverse sectors.

Job Description:

As a Sales Manager at our renowned logistics firm, you will play a pivotal role in the sales department, responsible for building relationships with potential clients, converting RFQs (Request for Quotation) into Purchase Orders (POs), and executing successful sales conversions within the renewables, construction, energy, oil and gas, aerospace, defence, and related industries. Reporting directly to the Managing Director, this role requires a dynamic individual with a proven track record in sales and exceptional communication skills.

Key Responsibilities:

1. Appointment Generation and RFQ Conversion:

- Initiate and secure appointments with prospective clients across diverse sectors to discuss tailored logistics solutions.
- Effectively follow up on RFQs, demonstrating a strong understanding of sector-specific requirements and converting them into POs.

2. Client Relationship Management:

- Cultivate and maintain strong relationships with clients in renewables, construction, energy, oil and gas, aerospace, defence, and related sectors.
- Provide exceptional customer service throughout the sales process, addressing sector-specific needs and delivering customized logistics solutions.

3. Sales Execution and Payment Procedure:

- Responsible Drive sales conversion by leveraging company expertise in ODC transportation and offering specialized logistics services for each sector.

- Responsible to Oversee the payment procedures for sales converted into POs, follow up with the clients and make sure to receive the payments as per the agreed terms.

4. Business Development and Reporting:

- Identify and capitalize on new business opportunities within renewables, construction, energy, oil and gas, aerospace, defence, and allied sectors.
- Collaborate with cross-functional teams to ensure seamless execution of logistics services and provide regular sales reports and updates to the Managing Director.

5. PowerPoint Presentation Skills and Representation:

- Utilize strong PowerPoint presentation skills to deliver compelling and industry-relevant presentations to clients, stakeholders, and at sector-specific events.
- Willingness to travel approximately 7-10 days per month to meet clients, conduct presentations, negotiate deals, and represent the company effectively across various sectors.

Requirements:

- Bachelor's degree is preferred and holding a Master Degree is an added advantage
- In-depth understanding of sector-specific logistics requirements and challenges.
- Committed to collaborative teamwork and should be eager to contribute skills in a cooperative environment for mutual success.
- Proficient in creating dynamic and impactful PowerPoint presentations and skilled in leveraging Excel for data analysis, reporting, and presentation enhancement.
- Demonstrated capability to consistently surpass sales targets while operating autonomously, complemented by exceptional communication prowess in engaging effectively with customers.
- Proficient in payment procedures and adherence to sector-specific protocols and company policies.

Join our team and contribute your expertise to drive our sales initiatives across diverse industries.

We offer a competitive salary package with travel allowances and incentives based on sales performance.

If you possess a passion for sales, a deep understanding of logistics in diverse sectors, and a talent for impactful presentations, we encourage you to apply and be a key player in our continued success.

[Application Instructions]

Note: The job description emphasizes the need for sector-specific sales experience and expertise in logistics across renewables, construction, energy, oil and gas, aerospace, defence, and related industries within the specified Sales Manager role. Adjustments can be made based on specific company needs and job expectations